

ACDI/VOCA

COOPERATIVE DEVELOPMENT PROGRAM REPORT JANUARY 1ST – JUNE 30TH, 2002

Cooperative Agreement FAO-A-00-97-00017-00

ACDI/VOCA
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I. INTRODUCTION

This reporting period saw very little CDP activity; most CDP activity concluded during the previous reporting period. The Brazil program has been in hiatus since funding ended in 2001, we are currently awaiting funding approval for a two year extension to resume activities. The CDP funding for the Mozambique program ended in the fall of 2001; however limited program activities have continued under USAID/Mozambique funding through "Reinforcing Business for Rural Development"(RENDER) full scale program activities are ready to resume as soon as funding through the CDP two year extension is finalized. The only component which had resources during the reporting period was the Western Ukraine subgrant activity with Southern States Cooperative of Richmond, Virginia, which assists three nascent agricultural feed cooperatives to establish Western-style member-owned businesses free of state control and obligated to survive in a free-market atmosphere.

The South Africa CEBI component, a three-year local economic development project, completed the first year and a half of its activities during the reporting period. Knowledge of the program along with small-loan applications increased dramatically during the reporting period, 75% of applications were processed, loan disbursements have continued at a steady pace, and recent project efforts have reduced arrears rates to 5%.

Zero volunteer assignments were completed during the January 1st - June 30st period. To date **104** volunteer assignments and **eleven** paid consultancies have been completed under the core program, excluding the CEBI project, which runs on a separate track. This reporting period brings us to month 60 of the 60-month life of the current core activity, or 100% of project duration. The 104 volunteer assignment completions represent over 97% of the LOP target of 107. Regarding expenditures, 99.8% - \$3,743,749 - of the core activity obligation of \$3,749,606 was the expenditure figure at the June 30, 2002 closing. As noted above, only the Ukraine subgrant has pipeline funds available under the core activity. CEBI's pipeline had \$321,281 in it at June 30th.

II. OVERALL PROGRAM STRATEGY

The program has remained on course vis a vis its overall strategy, as it appeared in the executive summary of the original grant document program statement in 1997, namely to "accelerate the growth and enhance the viability of cooperatives through three components: rural finance, capacity building, and partnerships. The program rationale is that small farmers will benefit from fuller participation in the rural economy by building the capacity of cooperative institutions to deliver financial services, distribute appropriate production technologies and market member products. Cooperatives' sustainability will be enhanced through local, national and international partnerships that provide continued access to technology, trade and investment."

III. PROGRAM OVERVIEW

During the reporting period, the Ukraine field component was the only component still active under the core CDP, its activities continued to generate positive results under the program strategy. The three small cooperatives in the L'viv region of Ukraine continued to grow and their modest successes are serving as an example in the region of a private agribusiness which has chosen to take charge of its future and become a market player rather than languish economically waiting for the state bring prosperity.

A. Ukraine and the Southern States Component

ACDI/VOCA administers the Cooperative Development Program (CDP) in Ukraine focused on developing three agricultural feed cooperatives in Western Ukraine in Rivne, Sambir, and Zhydachiv. Southern States Cooperative (SSC) serves as a subcontractor to ACDI/VOCA on the Ukraine activity. The objectives of this program is to establish farmer cooperatives that will help private farmers (1) obtain high quality input supplies; (2) add value to their agricultural production through processing; and (3) market what they produce. The program is also supporting Ukrainian private farmers that serve as the members of the cooperatives and perform the agricultural production function.

CDP has continued its approach of focusing exclusively on the production of high quality feed, the demonstration of the benefits of using high quality feed, and effective marketing techniques resulting in increased demand for the cooperatives' product. CDP is addressing the lack of efficient feed production facilities, the void of adequately trained animal feed nutritionists, and no reliable or affordable private sector sources of quality vitamins, minerals or proteins. Dr. Roy Chapin, a SSC volunteer, continued to provide direct assistance to the three cooperatives on cooperative management, feed formulation, pricing, animal feeding, board/member relations, and marketing. In addition, the two Ukrainian SSC CDP specialists provided daily support to CDP on feed formulation, input procurement, marketing, and project management.

Program Activities and Results:

- A major constraint faced by the cooperatives was the inability to find a credible local supplier of vitamin mineral mix (EGO). The inability of the supplier to provide the mixture drastically impacted the ability of the three coops to produce quality feed. Dr. Chapin determined that the failure of the coops to access a consistent supply of the mix would have a devastating impact on their feed production. Therefore, he decided to train Vasyl Maxim, CDP project specialist, to develop vitamin/mineral premixing capability that would assure the coops access to the quality premix at a fair price. In March 2002, Sabir cooperative began purchasing the reliable and stable pre-mix prepared by Mr. Maxim. By May 2002, Mr. Maxim was producing the pre-mix and selling the product to the three cooperatives relieving the constraint.
- Dr. Chapin is a specialist in formulating and manufacturing liquid feed. Dr. Chapin has long believed that a good solution to the severe shortage of ruminant protein would be to use the

molasses from the sugar beet industry to manufacture a liquid feed. After searching for a year he finally located and procured the needed ingredients and formulated the necessary pre-mixes for the liquid feed. In April 2002, Dr. Chapin, in cooperation with the members of Rivne Coop, mixed the first batch of liquid feed in an old bathtub and began the feed trials. Six weeks later the cows who had consumed the liquid feed had vastly improved. In addition, milk production in some of the cows had increased a startling 30 – 60%. This accomplishment has the potential to have a dramatic impact upon the feeding of ruminants for maximum economic production throughout Ukraine. Based on these results, CDP will continue to focus on supporting the cooperatives in the production of liquid feed.

- In February, CDP and the Ukraine Agricultural Finance Development Foundation (UAFDF), founded by ACDI/VOCA, began to explore possibilities of collaboration. Through these efforts, a farmer was able to borrow funds from the UAFDF to purchase feed produced by one of the CDP cooperatives. The farmer was very pleased with the results and is now a regular customer of both the UAFDF and the feed supply cooperative. CDP and UAFDF will continue to explore other potential areas of collaboration in the coming months of program implementation.
- In March, three large farmers from the neighboring region (Khmelnysky oblast') cooperated together and started to buy feed from the Sambir and Rivne coops. In April they switched to concentrates and in May started to buy premixes from the Sambir cooperative. In June – July the Khmelnytsky farmers expanded their farms and requested CDP help them in organizing a cooperative to replicate the CDP feed cooperative unit. CDP has subsequently assisted the group purchase a feed mill and is assisting in the registration process.
- Two new series of rations were developed and added to the CDP coop product list including swine meat-and bone-meal based ration and swine and cattle canola meal ration. Cattle canola meal ration is probated on the farm of Zhydachiv customer, the customer and CDP are satisfied with the preliminary results.
- At request of the Rivne and Zhydachiv boards, CDP studied the demand for poultry feeds at the three locations and determined that poultry feed could be a good addition to coops' tonnage, particularly during autumn and winter. The preliminary version of the poultry feeds is complete (broiler and layer chicken), CDP identified the availability and prices of the ingredients and located the farm that would like to try the new feed. Roy Chapin continued improving the chicken formulas and developed turkey and gees rations.
- At request of the Rivne board, CDP studied the demand for fish feed in Rivne region and after visiting several fish farms and calculating the fish feed manufacturing costs, determined that fish feed formulation and manufacturing should be postponed until the later stage of cooperative's development, when the coop has accumulated sufficient income from its current operations to justify the investment in fish feed formulation.
- The Rivne cooperative has switched from feeds production to mostly protein concentrate production. This allows the larger customers to decrease their transportation costs and increases the income of Rivne cooperative while the feed mill depreciation remains the same.

- As a result of the CDP swine formulation work and assessments, CDP has produced the “Applied Swine Nutrition Basics” manual, now available in English and Ukrainian.

Project Management:

Dr. Fred Smith, ACDI/VOCA Vice President – Europe and Asia Division, and Mr. Jeffrey Singer, Director – Europe and Asia Division, are providing project supervision to the Cooperative Development Program from ACDI/VOCA-HQ. Mr. Singer and Mr. Smith have more than 15 years of experience working with agricultural programs in Ukraine and Russia.

Mr. Tom Garnett continued to serve as Southern States Program Manager, on a consulting basis, for the Cooperative Development Program in Ukraine. Mr. Garnett has been involved with the program since inception, has a good working relationship with each of the participating cooperatives, and continues to provide guidance and support to both the short-term consultants and the cooperative management.

A. South Africa CEBI Component

The CEBI Program is a three-year local economic development project, which is jointly implemented by ACDI/VOCA, CHF (Cooperative Housing Foundation) and NCBA/CLUSA (National Cooperative Business Association/ Cooperative League of the USA). Through the unique application of cooperative development principles, including a combination of community empowerment through democratically structured group-based organizations, cooperative business development, and locally owned and controlled financial services, the three partner organizations are enhancing local economic development, increasing access to financial markets for historically disadvantaged township residents and their businesses, and creating employment.

The main goal of the Program is to develop the business and financial capacity of entrepreneurs and small business owners in the peri-urban black townships in Nelson Mandela Metropole (Port Elizabeth, Uitenhage and Despatch), and promote links between these historically disadvantaged businesses and mainstream businesses in the Eastern Cape region. Program objectives include the following:

- Enhance local economic development and create employment in the disadvantaged communities
- Establish local business support centers in the disadvantaged communities
- Provide essential business training and financial services and develop strong community business leadership

The vision of the Program, as established by the CEBI management in coordination with local entrepreneurs, reads as follows: “CEBI is a center of excellence dedicated to providing a customer responsive menu of consistently high quality financial services, business training and linkages... Together with the community, we shall promote economic growth and development so as to increase the standards of living and access to employment and business opportunities.”

The creation, development and promotion of small businesses in the peri-urban townships is done through the establishment of a CEBI center in Motherwell Township. The CEBI center comprises the following three units:

1. Administration and Planning Unit (APU), led by CHF
2. Business Creation and Training Unit (BCTU), led by NCBA/CLUSA
3. Financial Services Unit (FSU), led by ACDI/VOCA

The role of the FSU includes:

- Developing and promoting financial services for businesses and entrepreneurs
- Increasing access to financial markets for peri-urban entrepreneurs
- Creating an economic development fund
- Establishing a Financial Services Cooperative linked to the Finasol Network
- Integrating ancillary financial services such as filing systems and funds transfer

Program Overview

Last year, the program expanded its area of operations to include all historically disadvantaged townships falling within the Nelson Mandela Metropolitan Municipality. The target market remains the historically disadvantaged who may not otherwise have access to business development and financial services.

The steady increase in inquiries made to the Financial Services Unit demonstrates that it is gaining the recognition it needs to be effective among key players in the local business community. During the last reporting period, the FSU loan fund became operational, and the first loans were issued.

In an effort to reduce overall risk, the staff of the FSU is looking at ways of diversifying the portfolio. This will be achieved by moving away from the mainstream retail businesses and spazas (small home shops) and instead begin to promote business loans among service and manufacturing enterprises. A policy has also been developed to finance tender contracts. In this regard we envisage the provision of bridging finance/working capital that is necessary for the successful completion of contracts when contract revenues are not available.

In terms of staffing, Charity Mbelekane was hired in April as the FSU Manager replacing Lulama Mfihlo. Ms. Mbelekane holds a diploma in accounting from the Lesotho Institute of Accountants, a certificate in business studies from the University of Lesotho and a diploma in education from Vista University in South Africa. She has worked in banking for 9 years and is originally from Motherwell Township, where the CEBI field office is located. The staff now includes two loan officers, Pamella Mahuwa and Fikelwa Peter, and Heather Richardson is the bookkeeper.

Program Direction

ACDI/VOCA is working to increase the number of loans and reduce arrears within the FSU loan portfolio. Elena Nelson from ACDI/VOCA program services with extensive bank experience,

worked with the new FSU manager for in May 2002 to outline an action plan through the end of the project.

The focus in the last year of the project is to increase the loan portfolio while keep the at-risk loans to a minimum (well below 10%). This involves the coordination of the partner organizations within with the CEBI family – working to assess the quality of the business plans of potential clients, provide loans, and identify appropriate trainings for clients.

Business Development

As the FSU has to generate enough revenue in order to be financially sustainable, a portfolio of sufficient size must exist to generate sufficient revenue to cover all operational costs at the FSU level initially, and of CEBI in general. This necessitates a constant flow of business into the system. Therefore, in addition to the applicants who visit the FSU for loans, staff members have made a decision to personally approach individuals with good business acumen and offer them finance.

It is against this backdrop that FSU staff is negotiating between local organized builders, the Nelson Mandela Metropole Council, and the National Urban Reconstruction and Housing Agency (NURCHA) to form a tri-partite front in the provision of low-cost housing. In this arrangement the Metropole Council will provide funds and serviced plots for development, CEBI will finance the wages between disbursements, while Nurcha will guarantee 80% of CEBI's advances.

The office in Uitenhage is now open through out the week. The contact person at the office is Mr. Vaaltein who is active in setting up appointments with interested clinics. Loan officers then go out to meet with these clinics to discuss their financial options. In addition, COMSEC, a Port Elizabeth based advisory center, has *already* begun referring their clients to CEBI for financial assistance: a clear indication that the process of networking is beginning to bear the desired results

Program Achievements

- Of the 98 applications processed since initiation in April 2001, 40 (75%) relate to the period under review. In monetary terms, R2,100,000-worth of applications have been submitted, of which R1,200,000 relates to the period under scrutiny.
- Of the total of 64 loans approved since inception, 19 – 30% relate to the past six months. The additional loan officer and bookkeeper greatly increase the overall capacity of the FSU to roll-out more high-quality loans.
- Reduced the arrears in the last 6 months to 5%.

	Accumulative Total	Past Six Months	% of Total
Total applicants	98	19	19%
Rand value	R2,100,000	R8,800,000	42%

Approved loans	64	19	30%
Rand value	R1,300,000	R8,800,000	68%
Arrears	29%	5%	

**TABLE I
COMPLETED PROJECTS FOR JANUARY 1, 2002 TO JUNE 30, 2002**

Project Number	Country	Project Name	End Date	Volunteer	State
East Africa SCOPE	483000		483000 5/28/3222	0	0
	483000		483000 5/28/3222	0	0

No Assignments were undertaken

TABLES II-IV

TABLE II

Number of Volunteers

COUNTRY	Volunteers
Antigua	
Belize	
Bolivia	
Brazil	
Cambodia	
st Africa SCOF	483000
Costa Rica	483000
Dominica	
Dominican R.	
Ecuador	
Ethiopia	
Guatemala	
Haiti	
Honduras	
Indonesia	
Kazakhstan	
Kyrgyzstan	
Malawi	
Mexico	
Mongolia	
Mozambique	
Nepal	
Nevis	
Panama	
Peru	
Philippines	
Russia	
St. Lucia	
St. Vincent	
Salvador	
Swaziland	
Uganda	
Ukraine	
Zimbabwe	
TOTAL	966000

TABLE III

Number of Assignments

COUNTRY	Assignments
Antigua	
Belize	
Bolivia	
Brazil	
Cambodia	
483000	0
483000	0
Dominica	
Dominican R.	
Ecuador	
Ethiopia	
Guatemala	
Haiti	
Honduras	
Indonesia	
Kazakhstan	
Kyrgyzstan	
Malawi	
Mexico	
Mongolia	
Mozambique	
Nepal	
Nevis	
Panama	
Peru	
Philippines	
Russia	
St. Lucia	
St. Vincent	
Salvador	
Swaziland	
Uganda	
Ukraine	
Zimbabwe	
TOTAL	0

TABLE IV

Volunteer Gender Ratio

1/01/02 - 6/30/02

0	female	to	0	males
Ratio:	Zero	to	Zero	

TABLE V

**ACDI/VOCA
Volunteers by state or country**

State	# of Volunteers	State or Country	# of Volunteers
Alabama		Nebraska	
Alaska		Nevada	
Arkansas		New Mexico	
Arizona		North Carolina	
California		Oregon	
Colorado		Ohio	
East Africa SCOPE	483000	483000	483000
Florida	483000	483000	483000
Georgia		Pennsylvania	
Indiana		Tennessee	
Iowa		Texas	
Idaho		Utah	
Kentucky		Vermont	
Louisiana		Virginia	
Maryland		Washington	
Massachusetts		Wisconsin	
Michigan		West Virginia	
Minnesota		Brazil	
Mississippi		Canada	
Missouri		U.S. Virgin Is.	
Montana		U.S. expatriate	
		TOTALS	966000

0
0

* Any discrepancy

TABLE VI

CDP Assignments by Project Category

	PROJECT CATEGORY	
1	Farmers	
2A	Farm Association & Organizational Development	
2B	Farm Association & Business Operations	
2C	Farm Association & Environmental Improvement	
3A	Agribusiness Enterprises & Organizational Development	
3B	Agribusiness & Business Operations	
3C	Agribusiness Enterprises & Environmental Improvement	
4	Agri-Credit & Financial Institutions	
5	Government	
	East Africa SCOPE	####
6	Educational Institutions	####
7	Youth Groups	
8A	Environment & Sustainable Resource Management	
8B	Environmental Education	
8C	Environmental Policy and Law	
8D	Environment & Human Resource Development/Capacity-Building	
9	Misc.	
	TOTAL	####

**TABLE VII
TOTAL COMPLETED PROJECTS**

	Project Number	Country	Project Name	End Date	Volunteer Name	State
	1	BRA	BRA Sus. Ag. Plan/Envir. Enterprises	7/2/1997	Bradford, Lester	WA
	2	BRA	BRA Irapuru Brazil Nut Marketing	7/15/1997	Notfelmann, Robert	CA
	3	BRA	BRA COMAJA Brazil Nut Commercialization	7/15/1997	Notfelmann, Robert	CA
	4	BRA	BRA COPAMEL Rice Processing	9/12/1997	Wimberly, James	AR
	5	BRA	BRA COOPERNORTE Dairy Product Dev.	9/29/1997	Christie, Robert	NY
	6	BRA	BRA COPABA Tropical Fruit Processing	10/24/1997	Voit, Fred	ID
	7	BRA	BRA OCEPA Cooperative Mgt Training	11/2/1997	Reilly, John	MD
	8	BRA	BRA COAGRIL Co-op Management Training	11/2/1997		0 WI
	9	BRA	BRA COOPERALVA Tropical Fruit Production	11/3/1997	Ramcharan, Christopher	VI
		483000		483000		
		483000		483000		
	10	BRA	BRA CAMAL Cooperative Management	9/6/2095		0 NC
	11	BRA	BRA OCR Cooperative Mgt Training	11/14/1997	Reilly, John	MD
	12	BRA	BRA COAPEX Reforestation Training	11/22/1997	Reilly, John	MD
	13	BRA	BRA OCEPA Grain Storage/Post Harvest	11/23/1997	Bradford, Lester	WA
	14	BRA	BRA COPABA Software Application & Train	11/29/1997	Fruth, Rick L	OH
	15	BRA	BRA COOPERNORTE Fish Feed for Aquaculture	11/29/1997	Dolph, Bruce	CA
	16	BRA	BRA Marketing EcoLeather	11/30/1997	Albrecht, Robert	WI
	17	BRA	BRA Product Development for EcoLeather	12/6/1997	Sheeley, Ellen R.	CA
	18	BRA	BRA CAMES Palm Heart Packaging & Marketing	12/6/1997	Sheeley, Ellen R.	CA
	19	BRA	MOZ Marketing Survey	12/7/1997	Oregon, Herman	CA
	20	MOZ	BRA OCB Dev. Conf. - NTFP	12/8/1997	Thorburn, Garth	FL
	21	BRA	BRA Marketing Amazon Fruits	12/13/1997	Namken, Jerry	VA
	22	BRA	KYR Agricultural Credit/Banking	12/15/1997	Dixon, Thomas	Costa Rica
	23	KYR	MOZ Study of Marketing Chain	3/7/1998	Coots, Robert	MO
	24	MOZ	MOZ Development of Farmers' Assoc. of Manica	4/6/1998	Silverthorne, Mario	CA
	25	MOZ	MOZ Dvelopment of Mecuburi Oil Press Assn	7/7/1998	Bentzinger, Harlan	TX
	26	MOZ	MOZ Training in Commercialization	7/22/1998	Moore, Charles V.	CA
	27	MOZ	MOZ Development of Gorongosa Beekeepers	8/14/1998	Bauthamy, Nadine D.	OR
	28	MOZ	MOZ Training in Ass'n Development (FHI)	9/5/1998	Haarmann, Timothy K	NM
	29	MOZ	KYR Cooperative Devt. Project/Ag Credit	9/13/1998	Maxon, Richard C.	AZ
	30	MOZ	MOZ Dried Fruit Production & Mktng	10/16/1998	Coots, Robert	MO
	31	MOZ	BRA Farmers Market Feasibility Study	10/30/1998	Palen, Margaret L.	OR
	32	BRA	BRA BNB/Pindorama Co-op Mgt Evaluation	11/11/1998	Corum, Vance	WA
	33	BRA	BRA BNB/DELTA Cooperative Mgt Eval	11/24/1998	Steen, Charles	IL
	34	BRA	BRA COGRISA Co-op Mgt & Business Plan	11/24/1998	Kelley, Gerald E.	OR
	35	BRA	BRA SIC Handicraft Co-op Feasibility	11/24/1998	Purtz, Edward	MA
	36	BRA	Risk Analysis & Portfolio Management	11/24/1998	Nelson, L. G.	OR
	37	BRA	BRA SAG Co-op Fish Processing Study	3/9/1999	Thibeault, James	WV
	38	PER	MOZ Horticultural Processing, Marketing	3/12/1999	Meeks, Charles T.	TX
	39	BRA	BRA SIC Fruit/Vegetable Processing Co-op	3/20/1999	Nellis, Kenneth	KS
	40	MOZ	BRA COOPRVI Co-op Mgt Evaluation	4/11/1999	Christensen, Terril	ID
	41	BRA	BRA SAG Fruit Export Strategy Plan	4/16/1999	Voit, Fred	ID
	42	BRA	Community Land Use Formation & Development	4/28/1999	Nelson, Brett	CO
	43	BRA	BRA COOPRUC Co-op Mgt Evaluation	4/28/1999	Nelson, Brett	CO
	44	BRA	BRA SAG Fruit Export Strategy Plan	5/2/1999	Sousane, James	FL
	45	MOZ	BRA ASCOPE Cooperative Mgt Evaluation	5/14/1999	Holtam, Jordan	NC
	46	BRA	BRA COOPERALVA Tropical Fruit Prod. II	5/17/1999	Oliver, James	PA
	47	BRA	MOZ GTZ PROMUR, Women's Credit & Savings	5/22/1999	Christopher Ramcharan	CA
	48	BRA		6/5/1999	Jones, Tina	RI
	49	MOZ				

**TABLE VII
TOTAL COMPLETED PROJECTS**

50	CD300060	BRA	OCEA Cooperative Organic Agriculture	6/6/1999	Wheeler, Philip	MI
51	CD300055	BRA	COPABA Quality Control in Fruit Processing	6/28/1999	Khalil, Hany	CA
52	CD300062	BRA	APRVSB Tropical Fruit Marketing	7/9/1999	Khalil, Hany	CA
53	CD300064	BRA	COOPERAQUI Aquaculture Feasibility	7/15/1999	Firnsko, Michael	NC
54	CD300032	BRA	COOPERNORTE Dairy Product Diversific	7/15/1999	Bruno Keller	KS
55	CD300054	BRA	BATAVO Co-op Management Training	7/24/1999	Grell, Larry	CA
56	CD100012	MOZ	UPCS: Ag Association Training	7/31/1999	Groth, Charles	SD
57	CD300065	BRA	COSEGE Foam Cushion Feasibility	8/17/1999	Lindberg, Charles	MS
58	CD100013	MOZ	Apiculture Development-FHI	8/21/1999	Hardison, Martin L.	CO
59	CD300052	BRA	COMAJA Co-op Aquaculture Feasibility	8/28/1999	Swann, David	AL
60	CD300058	BRA	OCEA Co-op Aquaculture Feasibility	8/28/1999	Swann, David	AL
61	CD200001	UKR	Zachidni (Western) Co-op Feed Mill	10/1/1999	Neal, Joe G.	KY
62	CD300066	BRA	SAG Fish Market Study	10/31/1999	Palm, Roger	WA
63	CD100015	MOZ	Dryer Construction, Fruit Dry/Mark	11/17/1999	Christensen, Terril	ID
64	CD100014	MOZ	Gender and Development Training	11/27/1999	Fisher, Suzanne	CA
65	CD300069	PER	CAJA Rural Risk Anal. & Portfol Mngt	12/4/1999	Meeks, Charles T.	TX
66	83001	PER	Risk Analysis and Portfolio Management - Part II	1/15/2000	Meeks, Charles T.	TX
67	81002	MOZ	Ag Association Dvt Training	1/28/2000	Moulton, John R.	PA
68	81003	MOZ	Study of Management Potential	2/3/2000	Hein, Verlee	IA
69	81001	MOZ	Institutional Capacity Building with IAC	2/3/2000	Hein, Clair	IA
70	82001	BRA	COAPEX Brazil Nut Marketing	2/17/2000	McDonald, Peter	OR
71	82004	BRA	Project Design- Co-op Food Process	3/25/2000	Moore, Hugh L.	IN
72	81004	MOZ	Land Use Planning & Resource Management	5/13/2000	Holtam, Jordan	NC
73	82006	BRA	Fruit Processing & Quality Control	6/27/2000	Burt, Maclay	CA
74	82013	BRA	Cooperative Business Plan	9/16/2000	McConnen, Richard J	MT
75	81009	MOZ	Training in Bee Mgt. and Honey Marketing	9/20/2000	Hardison, Martin L.	CO
76	82008	BRA	Business Plan Training	9/23/2000	Vanicek, LeRoy	NE
77	81005	MOZ	Construction of Fixed Position Solar Drier	9/27/2000	Lynch, Earl	GA
78	81006	MOZ	Construction of Fixed Position Solar Drier II	9/27/2000	DeLong, Deanna	OR
79	82027	BRA	Marketing Plan for Meat Production	10/4/2000	Kaiser, Carolyn	FL
80	82015	BRA	Cooperative Business Plan	10/12/2000	McNeill, Peter	KY
81	82023	BRA	Cooperative Business Plan	10/14/2000	Albrecht, Robert	WI
82	82005	BRA	Tropical Fruit Production	10/15/2000	Rhoden, Errol	AL
83	82022	BRA	Marketing Plan Design	10/15/2000	Kaiser, Carolyn	FL
84	82009	BRA	Cooperative Rice Production Training	10/20/2000	Grell, Larry	CA
85	82024	BRA	Cattle Nutrition Training	10/21/2000	Bailey, David	PA
86	82016	BRA	Cooperative Business Plan	10/22/2000	McNeill, Peter	KY
87	82021	BRA	Cooperative Marketing Plan	10/30/2000	Albrecht, Robert	WI
88	82026	BRA	Cooperative Business Plan	10/30/2000	McNeill, Peter	KY
89	82007	BRA	Cooperative Organic Agriculture Training	10/30/2000	Brown, D. Andrew	NC
90	82010	BRA	Dairy Product Development & Marketing Plan	11/2/2000	Keller, Bruno	WI
91	82029	BRA	Strategic Planning to Diversify Loan Portfolio	11/11/2000	Kuntz, Jeffery	IA
92	82017	BRA	Quality Control & Fruit Processing	11/18/2000	Wheeler, Dean W.	FL
93	82020	BRA	Manioc Processing & New Product Development	11/18/2000	Cereda, Marney	Brasil
94	82034	BRA	Coop Dev/Business Plan for Handicrafts	11/19/2000	Thibeault, James	WV
95	81007	MOZ	Training in the Marketing of Dried Fruits - Dondo	11/20/2000	Christensen, Terril	ID
96	82030	BRA	Cooperative Needs Assessment/Strategic Plan	11/22/2000	Taylor, William	OH
97	81008	MOZ	Training in Marketing of Dried Fruits - IAC	12/16/2000	Brown, Willis E.	OH
98	81010	MOZ	Training in the Principles of Agricultural Extension	2/10/2001	Carr, Jay	OR
99	81012	MOZ	Training in the Principles of Agricultural Extension II	2/10/2001	Hickman, Gary	CA
100	81013	MOZ	Training Ext. Agents in Communication Methods for Non-Literates	4/27/2001	Paulsen, Lenore	OR
101	81014	MOZ	Training in Participation and Community Resource Management	5/30/2001	Torrence, Tonia	AZ

TABLE VIII

CDP PIPELINE FROM STARTUP TO 6/30/02						
Items	Original Budget	Revised Budget	Obligated to 6/30/02	Expended to 6/30/02	Pipeline at 7/1/02	
Overseas Co-op Development	\$2,446,564	\$2,823,384	\$2,823,384	\$2,823,384	\$0	
HQ Strengthening	\$405,321	\$181,117	\$181,117	\$181,117	\$0	
Proposal Development	\$174,752	\$142,802	\$142,802	\$142,802	\$0	
Subgrant/SS Ukraine	\$722,969	\$602,303	\$602,303	\$596,446	\$5,857	
TOTALS/Core CDP	\$3,749,606	\$3,749,606	\$3,749,606	\$3,743,749	\$5,857	
South Africa CEBI	\$958,250	\$958,250	\$746,750	\$431,326	\$315,424	
East Africa SCOPE	\$483,000	\$483,000	\$483,000	\$0	\$483,000	
TOTALS	\$5,190,856	\$5,190,856	\$4,979,356	\$4,175,075	\$804,281	